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| **STEP ONE** DEFINE THE BASIC ISSUE | | |
| **STEP TWO** **A**  SIMPLE & GENERAL/FOCUS THE REAL CHOICES |  | STEP TWO B SIMPLE & GENERAL/FOCUS THE REAL CHOICES |
| **STEP THREE** BUILDING YOUR CASE AGAINST B | STEP FIVE TILT FACTORS | **STEP FOUR** BUILDING YOUR CASE AGAINST A |
| STUDENT JUDGEMENT | | |